

Message Text

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FM AMEMBASSY WELLINGTON

TO SECSTATE WASHDC 2645

INFO AMCONSUL AUCKLAND

UNCLAS WELLINGTON 2645

EO 11652: NA

TAGS: BEXP BTRA, NZ

SUBJECT: FOREIGN BUYERS PROGRAM -CANTERBURY GROUP

REF WELLINGTON'S 2315, STATE'S 17146 AND 179191

1. GROUP ARRIVES CHICAGO 2315 HOURS, TUESDAY, SEPTEMBER 3.
STAYING AT HOLIDAY INN, NO. 1 S. HALSTED, CHICAGO, 60606.
ALL MEMBERS WILL PARTICIPATE IN BRIEFING SESSION AT 0830 HOURS,
WEDNESDAY, SEPTEMBER 4 IN HOTEL LOUNGE.

2. GROUP WILL CONSIST OF 33, INCLUDING THREE WIVES OF BUSINESS-
MEN. ADMINISTRATIVE CONTINGENT WILL CONSIST OF; A.S. FARRAR,
GROUP LEADER; MRS. FARRAR, SECRETARY; D L E JONES OF
MANUFACTURERS ASSOCIATION; R GATES, AIR NEW ZEALAND. TWO NON-
BUSINESS VISITORS ARE INCLUDED. P D WARNES, LEADING MACHINE
TOOL AUTHORITY IN NZ DEPARTMENT OF SCIENTIFIC AND INDUSTRIAL
RESEARCH. HE PLAYS KEY ROLE IN GOVERNMENT PLANNING OF
PURCHASES OF MACHINE TOLLS FOR BOTH GNZ AND PRIVATE MACHINE
SHOPS. HIS SPECIAL INTERESTS FOR THIS TRIP ARE LATEST
DEVELOPMENTS IN NC TOOLS AND INDUSTRIAL ROBOTS. SECON NON-
BUSINESS MEMBER IS D.C. STEVENS, HEAD OF DEPARTMENT OF
MECHANICAL ENGINEERING, UNIVERSITY OF CANTERBURY.

3. THERE WILL BE 24 BUSINESSMEN REPRESENTING 22 FIRMS.
INFORMATION ON COMPANIES AND INDIVIDUALS FOLLOWS.

A) A V HILL, COMPONENTS MANAGER, FISHER AND PAYKEL
(WTDR 4/16/73). NZ'S MOST SUBSTANTIAL MANUFACTURER
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OF WHITE GOODS. HILL WILL STAY IN US THROUGH

SEPTEMBER 27. PRIMARY INTERESTS ARE A) INJECTION MOLDING MACHINES FOR PLASTICS WITH 1000-2000 TON CLAMP CAPACITY,

B) VISIT PLANTS INVOLVED IN TOOLING EQUIPMENT AND SHOPS MANUFACTURING PLASTIC AND METAL COMPONENTS FOR WHITE GOODS, RADIOS, TELEVISION RECEIVERS. PLANS VISIT LOUISVILLE AFTER CHICAGO. AMCONSUL AUCKLAND PROVIDING ADDITIONAL DETAILS SEPARATE TELEGRAM.

B) J E HANSEN, MANAGER, SUPERIOR ENGINEERING LTD. MANUFACTURE DIAPHRAGM BILGE PUMPS, PRESSURE OIL GUNS, DRUM PUMPS AND SUPPLIES COMPONENTS TO INDUSTRY. WANTS ASSISTANCE IN ARRANGING VISITS TO ROCKWELL DELTA CO., 400 N. LEXINGTON AVENUE, PITTSBURGH AND LAURENS BROS. INC., 2788 HIGHLAND AVE., CINCINNATI.

C) G T GILLIES, DIRECTOR, G.T.W. GILLES LTD. OPERATES FULLY MECHANIZED FOUNDRY. WANTS VISIT CHICAGO AREA MANUFACTURERS WATERWORKS VALVES, SLUICE VALVES INCLUDING CRANE VALVE MANUFACTURING CO.) AND FOUNDRIES SPECIALIZING IN "SHELL" MOLDING PROCESS. WOULD ALSO APPRECIATE ASSISTANCE IN ARRANGING VISITS FOUNDRIES IN LOS ANGELES OR SAN FRANCISCO.

D) W F MALCOLM, CHIEF ENGINEER, PRESSURE DIE CASTERS LTD. ZINC BASE PRESSURE DIE CASTINGS AND BRASS HARDWARE. WANTS TO VISIT PLANTS ENGAGED IN A) AUTOMATIC PRODUCTION OF PLUMBERS HARDWARE, B) FULLY AUTOMATIC ZINC BASE AND ALUMINUM PRESSURE DIECASTING PLANTS WITH CAPACITY TO 300 MACHINE LOCK, C) BRASS EXTRUSION PLANT-HOLLOW BAR EXTRUSION PROCESS AND DIRECT CASTING, D) HIGH AND MEDIUM FREQUENCY MELTING OF BRASS.

E) N W HOSKING, SALES MANAGER, GOLLIN (NZ) LTD. LEADING MACHINE TOOL DISTRIBUTOR. WANTS NEW AGENCIES FOR "LATEST RANGE OF MACHINE TOOL EQUIPMENT".

F) R H MELHOP, ENGINEERING DIRECTOR, H E MELHOP LTD. GENERAL AND PRECISION METALWORKING AND MACHINE SHOP WORK. INTERESTS ARE LATHES OF ALL TYPES INCLUDING NC MILLING UNCLASSIFIED

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MACHINES, BORING MACHINES, HARDENING EQUIPMENT AND GEAR CUTTERS. WOULD LIKE JOIN ANY GROUP TOUR OF FACTORIES NEAR CHICAGO.

G) C W MACE, MANAGING DIRECTOR AND J. SCOTT, MACHINE SHOP SUPERVISOR, MACE ENGINEERING (WTDR 5/9/73). PRECISION ENGINEERS. NOTE: MR MACE IS WELL AND FAVORABLY KNOWN TO EMBASSY AS ENTHUSIASTIC PROPONENT OF US MACHINE TOOLS

FROM OPERATORS STANDPOINT. PLAYED KEY ROLE IN ORGANIZING THIS TOUR. ALTHOUGH HE HAS NOT REQUESTED ASSISTANCE IN LOCATING TOOLS NOR VISITING PLANTS WE SUGGEST USDOC REPRESENTATIVES SEEK HIM OUT AND OFFER ASSISTANCE AND GUIDANCE AS APPROPRIATE.

H) B WALTERS, TOOL ROOM MGR., P D L INDUSTRIES LTD. NZ LEADING MANUFACTURER OF DOMESTIC AND LIGHT INDUSTRIAL SWITCHGEAR. PLASTIC MOLDERS AND METAL PRESSING, DIECASTING, AUTOMATIC LATHE AND PROCESSING OPERATORS FOR SWITCHGEAR. INTERESTS ARE IN SEEING LATES MACHINES ASSOCIATED WITH THESE PROCESSES AND VISITING PLANTS ENGAGED IN THIS TYPE OF MANUFACTURING.

I) S D B COCHRANE, GENERAL MANAGER, WARARATAH ENGINEERING. MACHINE SHOP SPECIALIZING IN FABRICATION AND MACHINING OF COMPONENTS FOR EQUIPMENT IN PULP AND PAPER AND TIMBER INDUSTRIES. LOOKING FOR APPROPRIATE MACHINERY FOR PLANT EXPANSION.

J) J P GOFFIN, MANAGER, ENGINEERING DIV. OF CABLE-PRICE CORP. LTD. (WTDR 4/11/74). ONE OF LARGEST MACHINE TOOLS DEALERS IN NZ. REPRESENTS MANY OVERSEAS SUPPLIERS. INTERESTED IN EXPANDING RANGE AND ALSO WISHES EXAMINE LATES US TECHNOLOGY AND EXPERIENCE IN WOOD PROCESSING MACHINERY, A FIELD THE COMPANY HAS RECENTLY ENTERED. THE FOLLOWING FIRMS HAVE NOT EMPHASIZED THEIR INTERESTS AND WE HAVE BEEN ADVISED THAT THEY WILL REQUIRE NO ASSISTANCE.

K) P SKINNER, SPECIAL ASSIGNMENTS OFFICER, PLASTIC AND ENGINEERING GROUP OF ALEX HARVEY INDUSTRIES LTD. A PART OF ONE OF NZ LARGEST AND MOST DIVERSIFIED COMPANIES. UNCLASSIFIED

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L) P W HERBERT, MANAGING DIRECTOR OF R R BRAMLEY AND CO. LTD. (MEMBER OF THE HERBERT ENGINEERING GROUP).

PRECISION AND MECHANICAL ENGINEERING AND MANUFACTURERS OF SPECIAL PURPOSE MACHINERY.

M) A F BURGESS, MANAGER, A F BURGESS TOOL AND DIEMAKERS.

N) M WOODS. GENERAL MANAGER, CYCLONE INDUSTRIES LTD. FABRICATORS WIRE, STEEL AND SHEET METAL, MANUFACTURERS OF SPECIALIZED MACHINERY.

O) J P S ORR, CHAIRMAN, DUNEDIN ENGINEERING AND STEEL CO. LTD. STEEL FABRICATORS AND METAL CASTING.

P) A C DICK, DIRECTOR, C W F HAMILTON. LARGEST
MANUFACTURERS OF EARTHMOVING EQUIPMENT IN NZ AND
INVENTORS OF THE "HAMILTON JET" MARINE PROPULSION SYSTEM.
Q) P R SEWELL MANAGER, KIDD GARETT LTD. MAJOR
MARKETER OF MACHINE TOOLS THROUGHOUT NZ REPRESENTS
SEVERAL OVERSEAS SUPPLIERS.

R) S CLARK, ENGINEERING SUPERINTENDANT, MASON
ANDERSON. MEDIUM SIZED COMPANY SPECIALIZING IN
MANUFACTURE OF PRESSURE VESSELS AND BOILERS.

S) C R GREENWOOD, SALES MANAGER, MASON MESCO LTD. FIRM
HAS FOUR DIVISIONS HANDLING STEEL, WELDING, INDUSTRIAL
EQUIPMENT AND SUPPLIES AND MACHINERY.

T) A S FARRAR, GOVERNING DIRECTOR, ALEC FARRAR LTD.
TOOL, DIE AND MOULD MAKERS, PRECISION METALWORKING,
METAL PRESSERS AND NON-FERROUS FOUNDERS.

U) K J GIMBLETT, ENGINEERING DIV., A M SATTERTH-
WAITE AND CO. LTD. IMPORTERS AND DISTRIBUTORS OF MACHINE
TOOLS AND PLASTIC PROCESSING EQUIPMENT ALREADY
REPRESENTS A LARGE NUMBER OF US PRINCIPALS.

V) L V EVANS, WHAKATIKI ENGINEERING CO. LTD. GENERAL
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METALWORK.

4. USDOC REPRESENTATIVES MAY WISH TO CONTACT THE GROUP
EARLY SEPTEMBER 4 TO DETERMINE WHETHER IT PRACTICABLE
TO PARTICIPATE IN THE BRIEFING AT HOLIDAY INN. IF NOT,
GROUP HAS BEEN ADVISED TO ESTABLISH CONTACT AT THE USDOC
AREA IN THE INTERNATIONAL LOUNGE.

5. EMBASSY PROCESSING ADDITIONAL WTDRS ON FIRMS
PARTICIPATING THIS TRIP.
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Message Attributes

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